

Message Text

CONFIDENTIAL

PAGE 01 STATE 038623

21

ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 DODE-00 CIAE-00 INR-07

NSAE-00 PM-03 TRSE-00 /030 R

DRAFTED BY COM/BIC/OED/OPS/S.S.LEON

APPROVED BY EB/OCA/REP:JBRABENS

COM/BIC/OED/OPS/S.S.LEON

COM/BIC/OED/OBOD/R.E.COHEN

STATE/EUR/CE/A.FLATIN

DODE/DSAA/R.VIOLETTE/J.MCNICHOLAS

----- 125298

R 202133Z PEB 75

FM SECSTATE WASHDC

TO AMEMBASSY BERN

INFO AMCONSUL ZURICH

AMEMBASSY VIENNA

C O N F I D E N T I A L STATE 038623

E.O. 11652: GDS

TAGS: BEXP, SZ

SUBJECT: PRODUCT OPPORTUNITY: F-5-E PURCHASE

REF: BERN 445

(NOTAL)

1. OVERSEAS PRODUCT SALES GROUP, USDOC, HAS BEEN ASKED
BY NORTHROP VICE PRESIDENT TO ASSIST EVERY WAY POSSIBLE
WITH OFFSET PROBLEMS ON PLANNED AIRPLANE PURCHASE BY GOS.

2. NORTHROP ADVISES THAT THEY HAVE EXPLORED OFFSET FROM
STANDPOINT OF WHAT SWISS INDUSTRY COULD ECONOMICALLY MANU-
FACTURE IN THE WAY OF SMALLER ITEMS FOR THEIR OWN AIRPLANES.
HOWEVER, DOES NOT CONSIDER THIS WILL BE SUFFICIENT TO
SATISFY INDICATED TOTAL OFFSET PACKAGE DESIRED.

3. REQUEST EMBASSY EXPLORE OTHER INDUSTRIAL PRODUCTION
AREAS WHICH MAY BE IN TROUBLE WHERE A PURCHASE OF THAT
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PRODUCT OR WHERE NORTHROP ASSISTANCE IN MARKETING SUCH
PRODUCT WOULD RESULT IN THE CUMULATIVE TOTAL OFFSET DESIRED
BY GOS.

4. CONTENTS REFTEL NOTED, REQUEST EMBASSY CONTINUE TO
REPORT ON SUCH OTHER FACTORS THAT CAN HAVE POSITIVE OR
ADVERSE INFLUENCE ON FAVORABLE SWISS DECISIONS TO PURCHASE
U.S. AIRPLANES. KISSINGER

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NNN

*** Current Handling Restrictions *** n/a

*** Current Classification *** CONFIDENTIAL

Message Attributes

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Decaption Date: 01 JAN 1960
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Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: ellisoob
Disposition Case Number: n/a
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Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
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Disposition Remarks:
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Drafter: BIC/OED/OPS/S.S.LEON
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Margaret P. Grafeld
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05 JUL 2006

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Status: <DBA CORRECTED> srp 971009
Subject: PRODUCT OPPORTUNITY: F-5-E PURCHASE
TAGS: BEXP, SZ
To: BERN INFO VIENNA
ZURICH
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006